#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 8-K

**CURRENT REPORT** 

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): March 12, 2012

#### QUESTCOR PHARMACEUTICALS, INC.

(Exact Name of Registrant as Specified in Charter)

California (State or Other Jurisdiction of Incorporation)

001-14758 (Commission File Number) 33-0476164 (I.R.S. Employer Identification No.)

1300 Kellogg Drive, Suite D, Anaheim, California

92807 (Zip Code)

(Address of Principal Executive Offices)

	Registrant's telephone number, including area code: (714) 786-4200		
Check	Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:		
	Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)		
	Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)		
	Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))		
	Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))		

#### Item 7.01. Regulation FD Disclosure.

Commencing on March 12, 2012, Questcor Pharmaceuticals, Inc. (the "Company") will utilize an updated presentation for investor relations purposes. The Company does not believe the presentation contains any new material information relative to the information provided on Form 8-K filed with the Securities Exchange Commission on March 8, 2012.

In accordance with General Instruction B.2. of Form 8-K, the information in Item 7.01 of this Current Report on Form 8-K, including Exhibit 99.1, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liability of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in such a filing.

#### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

Exhibit Number Description

99.1 Presentationmade by Questcor Pharmaceuticals, Inc.

SIGNATURES

Pursuant to the requirements of the Exchange Act, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: March 12, 2012 QUESTCOR PHARMACEUTICALS, INC.

By: /s/ Michael H. Mulroy

Michael H. Mulroy Senior Vice President, Chief Financial Officer and General

Counsel

EXHIBIT INDEX

Exhibit No.

99.1

Presentationmade by Questcor Pharmaceuticals, Inc.

# **NASDAQ: QCOR**

March 12, 2012



:

#### **Safe Harbor Statement**

Note: Except for the historical information contained herein, this press release contains forward-looking statements that have been made pursuant to the Private Securities Litigation Reform Act of 1995. These statements relate to future events or our future financial performance. In some cases, you can identify forward-looking statements by terminology such as "believes," "continue," "could," "estimates," "expects," "growth," "may," "plans," "potential," "should," "substantial" or "will" or the negative of such terms and other comparable terminology. These statements are only predictions. Actual events or results may differ materially. Factors that could cause or contribute to such differences include, but are not limited to, the following: Our reliance on Acthar for substantially all of our net sales and profits; Reductions in vials used per prescription resulting from changes in treatment regimens by physicians or patient compliance with physician recommendations; The complex nature of our manufacturing process and the potential for supply disruptions or other business disruptions; The lack of patent protection for Acthar; and the possible FDA approval and market introduction of competitive products; Our ability to continue to generate revenue from sales of Acthar to treat on-label indications associated with NS, and our ability to develop other therapeutic uses for Acthar; Research and development risks, including risks associated with Questcor's work in the area of NS and potential work in the area of Lupus, and our reliance on third-parties to conduct research and development and the ability of research and development to generate successful results; Our ability to comply with federal and state regulations, including regulations relating to pharmaceutical sales and marketing practices; Regulatory changes or other policy actions by governmental authorities and other third parties in connection with U.S. health care reform or efforts to reduce federal and state government deficits; Our ability to receive high reimbursement levels from third party payers; An increase in the proportion of our Acthar unit sales comprised of Medicaid-eligible patients and government entities; Our ability to estimate reserves required for Acthar used by government entities and Medicaid-eligible patients and the impact that unforeseen invoicing of historical Medicaid prescriptions may have upon our results; Our ability to effectively manage our growth, including the expansion of our NS selling effort, and our reliance on key personnel; The impact to our business caused by economic conditions; Our ability to protect our proprietary rights; The risk of product liability lawsuits; Unforeseen business interruptions and security breaches; Volatility in Questcor's monthly and quarterly Acthar shipments and end-user demand, as well as volatility in our stock price; and Other risks discussed in Questcor's annual report on Form 10-K for the year ended December 31, 2011 as filed with the Securities and Exchange Commission, or SEC, on February 22, 2012, the current report on 8-K as filed with the SEC on March 8, 2012 and other documents filed with the SEC.

The risk factors and other information contained in these documents should be considered in evaluating Questcor's prospects and future financial performance.



## Questcor

A biopharmaceutical company whose product, Acthar, helps patients with serious, difficult-to-treat medical conditions



- 3

#### **Questcor Overview**

Flagship Product: H.P. Acthar GEL (repository corticotropin injection) 80 U/mL

• 19 approved indications

#### **Key Markets\*:**

- Multiple Sclerosis, Nephrotic Syndrome, Infantile Spasms
- Several billion dollar market opportunity

#### **Strategy:**

- Continue to grow Acthar sales in each key market
- Develop other on-label markets for Acthar

#### **Financials:**

Profitable, cash flow positive, \$248M\*\* in cash, debt-free



\*In this presentation, the terms "Multiple Sclerosis," "Nephrotic Syndrome" and "Infantile Spasms," and their abbreviations, refer to the on-label indications for Acthar associated with such conditions. Investors should refer to the FDA approved Acthar label, which can be found at <a href="http://www.acthar.com/files/Acthar-Pl.pdf">http://www.acthar.com/files/Acthar-Pl.pdf</a>. \*\*As of 3/7/12



USP UNITS PER ML CULAR OR SUBCUTANE

refrigerator, 2°-8°C (3

CA 94587 USA

# Questcor Strateg**y**⊌rsue Acthar Market

**Multiple Sclerosis (MS)** 

**Nephrotic Syndrome (NS)** 

**Infantile Spasms (IS)** 

Systemic Lupus Erythematosus



Ę

#### **Helping Patients with Multiple Sclerosis**

#### **Neurodegenerative disorder**

#### **Acute treatment for relapses**

# Patient reported response to IV Steroids\*

43% get better or much better

27% get only a little better

30% stay the same or get worse

—— Potential——— Beneficiaries for

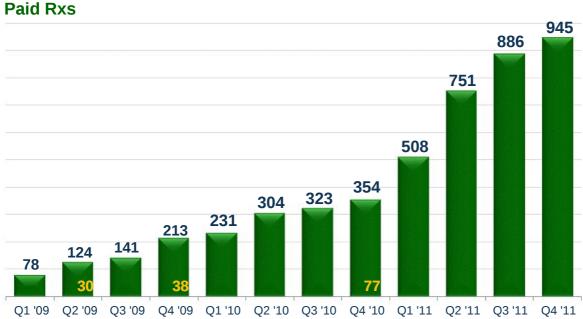
Acthar

\*Nickerson, et al (2011)



ACTHAR is approved for MS exacerbations, without reference to first line or second line use but is generally positioned as second line as a matter of marketing strategy. See <a href="http://www.acthar.com/files/Acthar-PI.pdf">http://www.acthar.com/files/Acthar-PI.pdf</a> for details.

### **MS Scripts-Record of Consistent Grow**



Notes: Historical trend information is not necessarily indicative of future results. Acthar is marketed for the on-label indication of MS exacerbations in adults, though the chart includes "Related Conditions" - diagnoses that are either alternative descriptions of the condition or are closely related to the medical condition which is the focus of the chart. About 5% of the prescriptions in the tables are for related conditions. Yellow numbers in the bars show the number of MS sales representatives making calls for the majority of the quarter.



# **Monthly MS Scripts History**



Notes: Historical trend information is not necessarily indicative of future results. Acthar is marketed for the on-label indication of MS exacerbations in adults, though the chart includes "Related Conditions" - diagnoses that are either alternative descriptions of the condition or are closely related to the medical condition which is the focus of the chart. About 5% of the prescriptions in the tables are for related conditions.

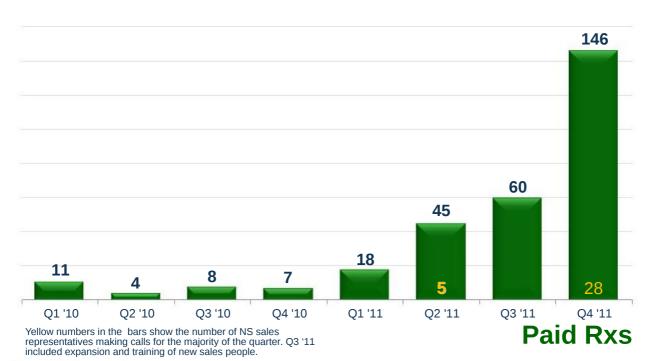


### **Acthar and Nephrotic Syndrome (NS)**

- Characterized by excessive spilling of protein from the kidneys into the urine (proteinuria)
- Can result in end-stage renal disease (ESRD), dialysis, transplant
- Acthar is approved "to induce a diuresis or a remission of proteinuria in the nephrotic syndrome without uremia of the idiopathic type or that due to lupus erythematosus"
  - Idiopathic nephrotic syndrome can result fro several underlying conditions including idiopathic membranous nephropathy, focal segmental glomerular sclerosis, Iga nephropathy and minimal change disorder
- Significant unmet need
  - Few treatment options
  - Goal of therapy is the significant reduction of proteinuria



# **NS Scripts-Strong Q4 Growth**





Notes: Historical trend information is not necessarily indicative of future results. Chart includes "Related Conditions" - diagnoses that are either alternative descriptions of the condition or are closely related to the medical condition which is the focus of the chart.

## **Acthar and Infantile Spasms (IS)**

- Devastating, refractory form of childhood epilepsy
- IS not responsive to standard anti-epileptic drugs
- Unsuccessful treatment may leave infant with permanent developmental disabilities
- Considered a medical emergency
- Ultra-rare orphan disorder
- About half of IS patients receive Acthar via Acthar patient support programs and Medicaid



# IS Scripts-Higher numbers in H2 2011

- Acthar currently used to treat 40-50% of IS patients
- Targeting select institutions





**QUESTCOR®** 

## Systemic Lupus Erythematosus (Lupu

- High unmet need; difficult to treat
- Serious health risk if unsuccessfully treated
- Multiple on-label indications for Acthar
  - Exacerbations
  - Maintenance therapy
  - Lupus nephritis
- Large patient population



## **Financials**

**Profitable** 

**Debt Free** 

**Cash Flow Positive** 



### **Q4-2011 Financial Results**

#### Record Net Sales (up 158%) and Solid Earnings (EPS up 380%)

	Q4 –2011	Q4 –2010
Net Sales (\$M)	\$75.5	\$29.3
Gross Margin	95%	94%
Operating Income (\$M)	\$42.7	\$10.8
Fully Diluted, GAAP EPS	\$0.48	\$0.10

- Fourth quarter vials shipped: 3,360
- Fourth quarter cash flow from operations: \$31.4M
- Channel inventory estimated to be within historic range
- Medicaid reserves continue to appear adequate
- No shares repurchased



#### **2011 Financial Results**

#### Record Net Sales (up 90%) and Solid Earnings (EPS up 124%)

	2011	2010
Net Sales (\$M)	\$218.2	\$115.1
Gross Margin	94%	93%
Operating Income (\$M)	\$113.1	\$53.8
Fully Diluted, GAAP EPS	\$1.21	\$0.54

- Total vials shipped: 10,710
- Cash flow from operations: \$85.6M
- Channel inventory estimated to be within historic range
- Medicaid reserves continue to appear adequate
- 884,300 shares repurchased



# **Questcor is Cash Flow Positive**

	3/7/12
Cash / ST Investments	\$248M
Accounts Receivable	\$29M

#### **Debt-free balance sheet**



### Share Repurchases: 15 Million Shares

- 2.2 Million Preferred share buyback
- 13.2 Common share buyback
- \$78 million returned to shareholders in stock buybacks
- 63.6 million shares currently outstanding
- · 4.3 million shares remain on buyback authorization

Repurchased shares significantly improved EPS

\* All data on this slide as of 12/31/2011



#### **2012 Preliminary Information**

- Operating expenses expected to be up in Q1-2012 20-25% over Q4-2011, increase again somewhat in Q2-2012, then level out for the remainder of 2012
- Paid Rxs January and February 2012 (estimated)

DX	January 2012	February 2012
MS	338	310-325
NS	72	70-75
IS	48	35-40

- Shipped 2,580 vials in January and February 2012
  - Compares to 3,360 vials in Q4-11
  - Normal channel inventory level on 2/29/2012

Notes: Paid Rx information based on internal estimates. The table includes "Related Conditions" - diagnoses that are either alternative descriptions of the condition or are closely related to the medical condition which is the focus of the chart. About 5% of the prescriptions in the tables are for related conditions.



#### **How Does Acthar Work?**

- Acthar treats autoimmune conditions across a variety of organ systems (CNS, kidney, etc.)
- Acthar appears to modulate the immune system and associated inflammatory response through binding to melanocortin receptors
- Theprimarymelanocortipeptide(ACTH)n Actharbinds o all 5 melanocortin receptors (MCR1-5); other active peptides are in Acthar as well
  - Indirect effect: Acthar triggers the production of cortiethemathrenal compounds through binding to MCR2 receptors
  - Direct effect: Acthar acts directly at the cellular level by binding to melanocortin receptors on immune cells and cells in the targeted tissues (e.g., kidney podocytes)
- All the active ingredients of Acthar have yet to be fully characterized and the mechanism of action and pharmacokinetic profile of Acthar are not fully known



## Biosimilar Pathway Difficult/Impossible

- Difficult/impossible to reverse engineer ACTHAR
  - Not well characterized
- Complex pharmacology
  - Not well characterized
- Clinical trial(s) required



# **Acthar Market Opportunity**

Market	Rx Value	Market Size*
MS	\$40-50K	\$1B+
NS	\$150-250K	\$1B+
IS	\$100-125K	\$100M
Lupus	Unknown	Unknown
Other	Various	Unknown
Total		\$2B+

<sup>\*</sup> Based on company estimates



# **NS Business Already Significant**

Market	Approximate Annualized Net Sale Run Rate*	Approximate s Annualized Level o Business**
MS	\$145-160M	\$145-160M
NS	\$60-70M	\$100-110M
IS	\$40-50M	\$40-50M

Note: Figures do not represent actual net sales ranges for the quarter or year ended December 31, 2011



<sup>\*</sup> Figures based on estimates of vials shipped to patients within therapeutic area in Q4-2011 multiplied by 4.

<sup>\*\*</sup> Figures represent Q4-2011 new paid prescriptions times estimated vials per script over treatment regimen, multiplied by 4.

#### Strategic Plan-Focus on the Embedded Pipeline in Ac

- Expand NS promotion effort
- Expand MS promotion effort
- Maintain IS promotion effort
- Develop pilot rheumatology promotion activity
- Develop other markets for Acthar
  - Acthar is its own pipeline with many other on-label indications and many possible other therapeutic uses
  - Further define and develop the unique characteristics of Acthar
- No unrelated business development efforts planned



## Sales Force Expansion-Preliminary Outlook for 2012





#### **Investment Highlights**

Acthar has sustainable competitive advantages-without FDA approval risk

Acthar is approved for 19 indications-many in large markets with sizable unmet need

Sales in MS and NS are growing rapidly, yet market penetration is low

Developing new vertical marketpus

High margins provide good operating leverage

Profitable, cash flow positive, no debt



26

POSITE DAILY VALUE

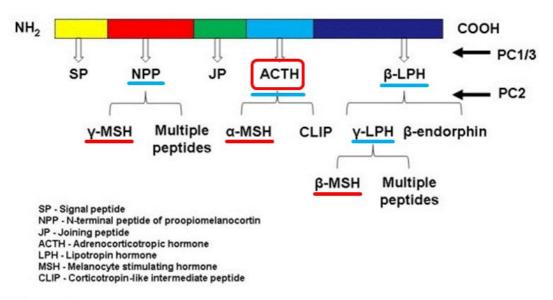
# **NASDAQ: QCOR**

March 12, 2012



# ACTH is a Melanocortin Peptide Derived Pro-opiomelanocortin (POMC) in the Pitu

#### Pro-opiomelancortin Precursor Polypeptide





# Affinity of Melanocortin Peptides and Distribution of Receptor Subtypes

MCR	Prevalent Tissue/Cells with Receptor
MC1R	Podocytes Renal Mesangial Cells Endothelial Cells (Glomerular, Tubular, Vascular) Tubular Epithelial Cells Macrophages Melanocytes Immune/Inflammatory Cells Kerantinocytes CNS
MC2R	Adrenal Cortex (Steroidogenesis), Adipocytes

Adapted from Gong 2011, Catania 2004, Schioth 1997

# Affinity of Melanocortin Peptides and Distribution of Receptor Subtypes

MCR	Prevalent Tissue/Cells with Receptor
MC3R	CNS Macrophages
MC4R	Podocytes Renal Mesangial Cells (?) Endothelial Cells (Glomerular, Tubular) Tubular Epithelial Cells CNS
MC5R	CNS Exocrine Glands Lymphocytes Podocytes

Adapted from Gong 2011, Catania 2004, Schioth 1997

